

Acquisition Reform Success Story



Global Positioning System (GPS) Combat Survivor Evader Locator (CSEL)

Program Director: Colonel James B. Armor, Jr
Designated Acquisition Cmdr: Lt Gen Roger DeKok
Contractor: Rockwell Autonetics, Anaheim, CA
IPT Lead: Major Jennifer Furr
Contractor PM: Mr. Mike Bates

Program Description

The CSEL system is a survival radio which integrates space-based and terrestrial systems to provide a survivor evader or other isolated person with the capability to communicate with search and rescue forces, and to navigate, with precision, on a global, near-real-time basis. Likewise, it provides search and rescue forces a timely, global capability to locate, track, communicate with, and authenticate isolated personnel.

How Streamlining Made a Difference

The acquisition reform tenets included in this acquisition included expressing the ORD thresholds as minimum RFP requirements, and the prioritization of ORD requirements. The offerors were asked to propose a “best value” combination of threshold and objectives while preserving critical schedule constraints and implementing Cost as an Independent Variable (CAIV) designs.

The acquisition reform and best value contracting approach has allowed the CSEL System to deliver all of the user requirements and 90% of the user objectives. This approach facilitates “best value” contracting and has ensured the government will get the most for its money.

Some remarkable accomplishments were achieved through the CSEL approach, including meeting a challenging RFP to contract award timeline. The team met the aggressive schedule, resulting in spending only 36 days to write the RFP, 30 days for proposal preparation and 30 days for source selection!

The CSEL acquisition allowed several innovative approaches including allowing the bidders the option of delivering an oral presentation to discuss proposal organization and key features. In addition, all members of the source selection team were given access to cost data (test authorized by SAF/AQ) which facilitated analysis of the proposal data for the technical team and afforded a more comprehensive evaluation. An Integrated Risk Approach was also utilized which forced the bidders to address and propose solutions to the most significant risk areas. This approach allowed the evaluators to focus on the risk areas and therefore identify the source most likely to deliver the promised production unit on schedule and within cost .

Bottom Line: The CSEL program was originally estimated to cost approximately \$365M to field but because of the introduction of acquisition reform, a system with the same capability will be delivered for a mere \$45M -- a savings of almost \$320M dollars (doing it **Cheaper**). Acquisition reform allowed contracting and unit deliver to occur (doing it **Faster**) only 96 days from proposal preparation to contract award. This acquisition also makes a (doing it **Better**) survival radio for our warfighters around the world.